

July
1928

Industrial
Issue



Herbert Photos, Inc.

A "MODERNIQUE" DOORWAY
(See page 6)

Richards-Wilcox Products

Garage Door Hardware	I-Beam Trolleys.
Barn Door Hardware.	Heavy Hinges.
Vanishing House Door Hardware.	Mill-Type Doors.
Industrial Door Hardware.	Mounted Grindstones.
Warehouse Door Hardware.	Rolling Store Ladders.
Railway Roundhouse Door Hardware.	Swing Door Checks.
Lift Door Hardware.	Woodworking Vises.
PieR-Work Door Hardware.	Woodworking Benches.
Hardware for Sliding Partitions in Schools, Churches, Lodges, etc.	"D" Shovel Handles.
Fire Doors.	Toggle Bolts.
Automatic Fire Door Hardware.	Stair Rail Brackets.
Fusible Links.	Locks, Bolts, Latches.
Fire Station Door Hardware.	Floor Guides, Bumpers.
Airplane Hangar Door Hardware.	Fence Stretchers.
	Door Holders.
	Door Dogs.
	Multifold Window Hardware.
	Elevator Door Hardware.
	Overhead Conveying Systems.



Slidetite

PATENTED

Garage Door Hardware



Multifold Window Hardware



Conveying Systems



Fire Doors

Elevator Door Equipment

"A Hanger for any door that slides"



JULY—1928

"Good Reading About Good Hardware."—H. O. Pease

PUBLISHED BY

Richards-Wilcox Manufacturing Company, Aurora, Ill., U.S.A.

BRANCHES

New York City.... 85 Walker Street	San Francisco.... 111 Sutter Street
Chicago.... 166-168 West Lake Street	Minneapolis.... 321 Plymouth Bldg.
Detroit..... 505 Donovan Bldg.	Cincinnati 512 Provident Bank Bldg.
Philadelphia.... 507 Arch Street	New Orleans.... 709 Hibernia Bldg.
Cleveland.... 459 Hippodrome Annex	Kansas City.... 206 Reliance Bldg.
St. Louis..... 2006 Locust Street	Indianapolis. 1939 N. Meridian Street
Boston..... 124-126 Pearl Street	Seattle, Wash.... 1214 Hoge Bldg.
Los Angeles. 500-501 Hibernian Bldg.	Omaha. 202-203 City National Bank
Des Moines..... 619 Hubbel Bldg.	
Richards-Wilcox Canadian Co., Ltd., London, Ont.	
Winnipeg	Montreal

Vol. XVI

Edited by Fred C. West, Aurora, Illinois

No. 7

Position a Key

*Head the Line and You Will Be First to
Open the Door of Opportunity*

YEARS ago, when my good friend Everett E. Lowry was a young man building the foundation which has since elevated him to the twenty-eighth floor of Mather Tower, Chicago, as the leading luminary of "Lowry Cartoons," he was assigned by a daily newspaper to cover Anna Held—who at that time had startled the theatre-going world into an ecstasy of interest over what Anna had to show them.

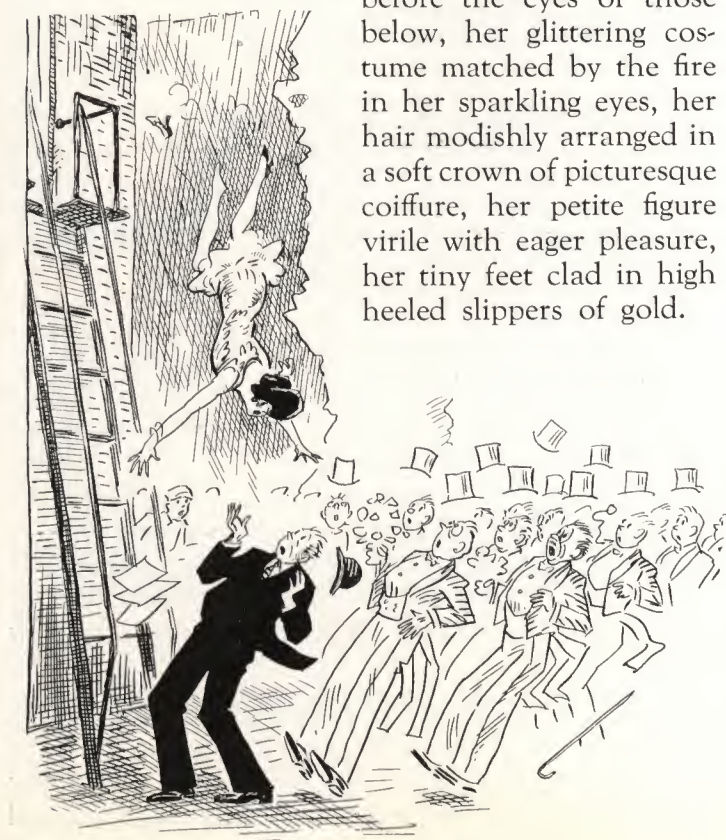
Even that early in his experience, young Lowry sensed the fact that front position meant much in the business of life—and everything to a newspaper man. So it happened that when Miss Held emerged

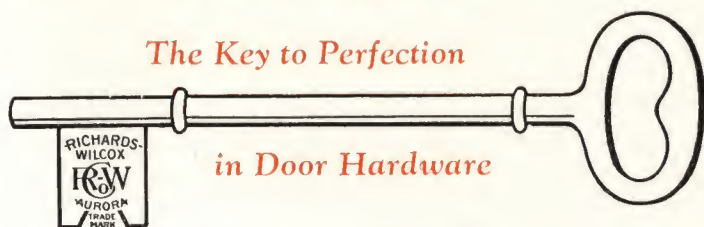
from her dressing room to answer her cue on the stage, the course of events found Everett Lowry in what proved to be a key position.

Around him there on the back stage was gathered a colorful group including besides another newspaper man, a large assemblage of enthusiastic admirers of Miss Held—each decorated with a high silk hat, nifty cane, buttonhole posy; each bearing a gorgeous bouquet with which he purposed garnishing the fair actress. Everyone of them frantic with desire to attract the admiration of the noted actress.

The star's dressing room was high above the stage, with a steep steel ladder leading down. As Miss Held emerged from her dressing room, the scene below attracted her attention.

For a moment she hesitated, a ravishing picture before the eyes of those below, her glittering costume matched by the fire in her sparkling eyes, her hair modishly arranged in a soft crown of picturesque coiffure, her petite figure virile with eager pleasure, her tiny feet clad in high heeled slippers of gold.





With a smile and a gesture of pleasure, she stepped quickly to the top of the steel steps, attention more upon the men below than upon the steep ladder-like stairway.

To Lowry at the bottom of the ladder she seemed like an angelic figure emerging from the sky.

Then she stepped impetuously down the ladder—and the thing happened! The high heel of one of her French slippers caught in the top step of the steel ladder, and she lost her balance. Her arms spread in a gesture of helplessness, with a shrill cry of dismay she plunged head foremost toward the floor of the stage—the group watching below stupefied into an apathy of horror at what seemed certain death for the actress.

“Well,” Lowry said afterward, “I was right there, and there was nothing else to do but brace myself and catch her in my arms, place her on her feet—and send her on her way.

“It all happened in the twinkling of an eye. Her cue was waiting on the stage. Hesitating only long enough to catch her breath and utter a word of grateful appreciation to me, she hurried before the footlights to her waiting public.

“As I turned to leave, the expression of those admirers was a study in disappointment. Everyone of them would have given his right arm to have been in my position of opportunity when the accident happened.

“Before Miss Held came off the stage I was gone, and did not meet her again for many years. During

the war when she returned to America from her work of cheering the soldiers in the hospitals of France, I met her in connection with the big drive in New York City for blinded French soldiers in which she was one of the entertainers.

"Learning my identity, she insisted on giving a dinner in my honor—and there she related with warm gratitude the tale of how, years before, a young newspaper man had saved her little head from being dashed to oblivion on the hard surface of a stage floor."

Yes, it pays to get one's self into a key position.

A "Modernique" Doorway

Our cover picture shows a nook in a "modernique" home, with a door that is paneled with Alpina reptile skin. These interior decorations and fittings, modern in the truest sense of the word, and unique in construction and uses, were shown recently in Paris, in a display of the manifold uses of the newest leather, Alpina snakeskin from India.

The overhead diffused illumination is a new note for the home also.

Can You Spell?

On the opposite page we print three picture-names of nationally popular R-W products. The lines of the picture in each instance, spell out the name of the product.

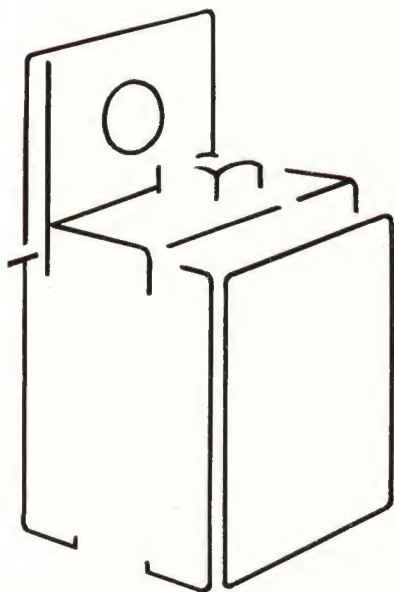
To every person sending us the correct names of these three R-W items, we will mail one of our R-W emery sharpening stones for the desk or work table.

For your assistance, we might say each of the three R-W articles depicted on the page is mentioned elsewhere in this magazine.

THE MOST POPULAR GARAGE
DOOR HARDWARE EVER MADE
—ORIGINATED, MANUFACTURED AND CONTROLLED BY THE
RICHARDS-WILCOX MFG. CO.

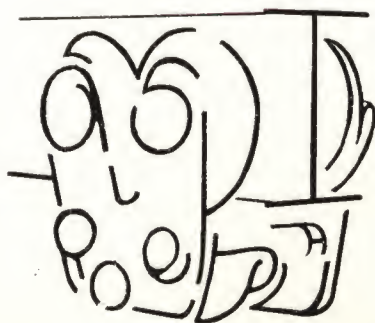


(Slidetite)



THE MOST IMPORTANT
IMPROVEMENT OF SLID-
ING DOOR TRACK DE-
VELOPED IN THE LAST
QUARTER CENTURY—
ORIGINATED, MANU-
FACTURED AND CON-
TROLLED BY THE
RICHARDS-WILCOX
MFG. CO.

R-W's INDUSTRIAL "CA-
MEL"—A BEARER OF
INDUSTRIAL BURDENS,
WHICH COSTS NOTHING
BECAUSE IT PAYS FOR IT-
SELF—ORIGINATED,
MANUFACTURED AND
CONTROLLED BY THE
RICHARDS-WILCOX
MFG. CO.





LAUGHS

One traveling man to another in Thompson's restaurant:

"What's the matter, Bill? You are only eating crackers and milk. Are you on a diet?"

"No, on commission."—*The Harrisonian*

Sandy took his wife and baby to a show. They went early and so got good seats down in the first row. The show had been advertised as being a "double bill" and the feature picture was supposed to be great.

Just as Sandy and his wife got themselves comfortably fixed in their places to enjoy the show, the baby started to cry. It would not be comforted—it howled. After a moment or two an usher came down the aisle and said to Sandy, "If that baby cries again I'll have to ask you to step to the box office and get your money back."

For the next hour and a half the baby slept while Sandy and his wife enjoyed the show. When there was nothing left on the bill but the acrobatic closing act, Sandy leaned toward his wife and said:

"Laurie, will ye stick th' bairn wi' a pin?"—*Domestic Engineering*

Wife: (waking during the night) — "John, there's a burglar down-stairs!"

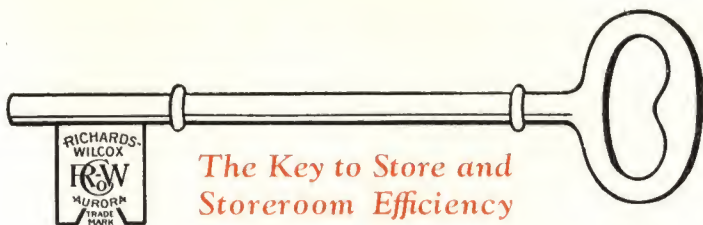
Movie Hero: "Quick, get my double!"

C. C. N. Y. Mercury

"I don't know which girl to take to the game."

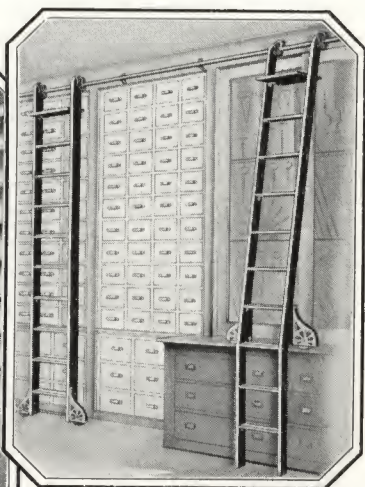
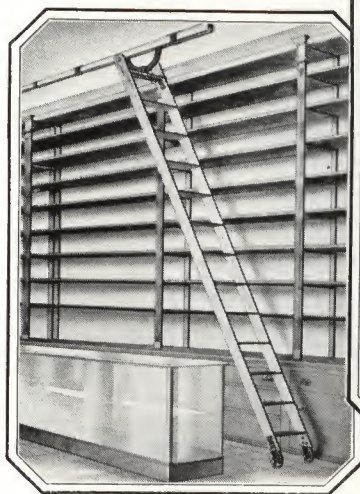
"Why don't you flip a coin?"

"I did, but it didn't come out right."—*Arizona Kittykat*



Store Ladders

Ceiling Type

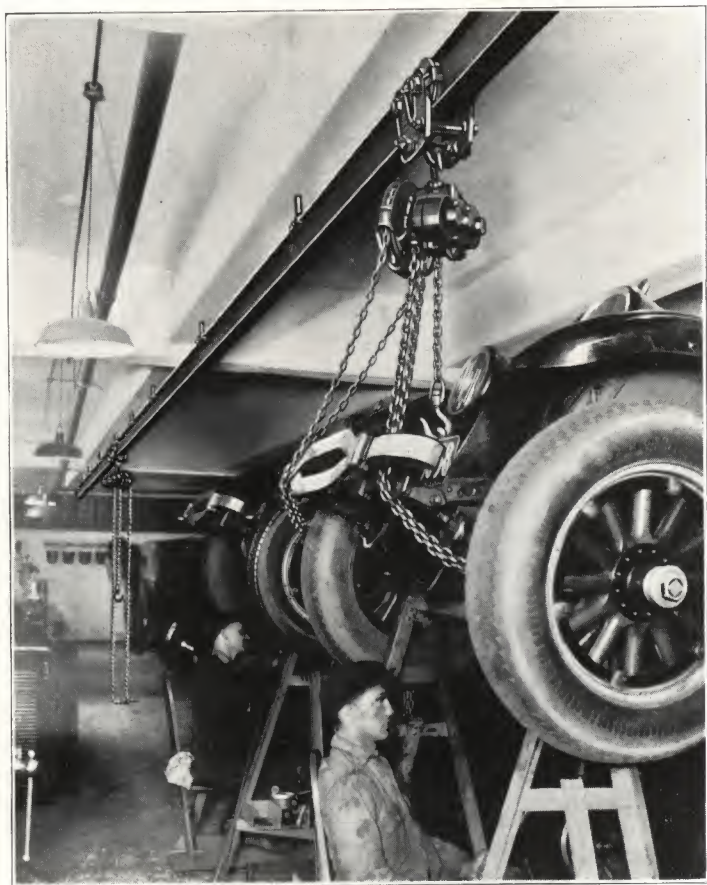


Straight Side and Bent Side Types

The illustration above shows only three units of R-W's line of rolling ladders for stores, storerooms, warehouses. The line includes bent side ladders, straight side ladders, ceiling ladders, curved track installations, wood ladders, metal ladders, safety brakes—types, designs and finishes for any store or warehouse condition.

Pages 390-410 of R-W General Catalog 45 Describe and Picture the Line

Lifting LOADS With LESS Labor

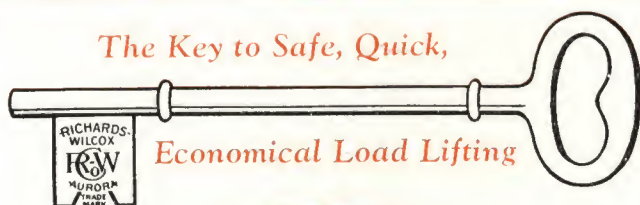


WHEN folks or things want to go some place, R-W invariably steps in to give them a lift—whether it be in automobiles, elevators or airplanes, whether it be in home, shop or public institution.

In this instance, R-W 925 I-Beam Trolleys are being used to lift automobiles in the Studebaker Service Station on West 131st Street, New York City, so workmen can get beneath them comfortably to make repairs and adjustments.

Thousands of such installations of R-W trolleys and R-W Over-Way track systems are in use in all kinds of institutions, plants, and establishments, saving time, money, and labor, and at the same time providing a safe, convenient method of lifting and transporting loads of all kinds.

R-W Over-Way equipment is made to carry loads as heavy as four tons, and from that down to a load a man cannot carry easily and quickly. Specific information relating to the economical suitability of Over-Way and R-W I-Beam trolleys to your load moving requirements, may be had by consulting Richards-Wilcox. Addresses given on page 3 of this magazine.



Conveying Systems

—lift and convey large or small loads of materials or products of any character and any weight up to four tons.

One man with an "Over-Way" carrier can handle the same load that requires 5 to 16 men with trucks—and do it with greater ease and dispatch.

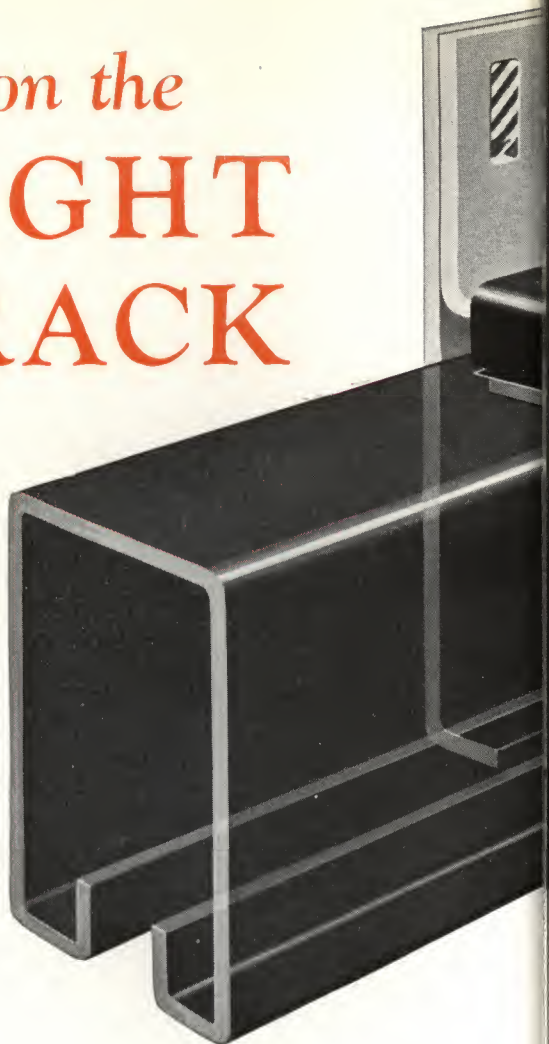
If you are interested in lifting loads with less labor, ask R-W for information relating to your specific requirements.

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

New York • **AURORA, ILLINOIS, U.S.A.** • Chicago
 Boston Philadelphia Cleveland Cincinnati Indianapolis St. Louis New Orleans Des Moines
 Minneapolis Kansas City Los Angeles San Francisco Omaha Seattle Detroit
 Montreal **RICHARDS-WILCOX CANADIAN CO., LTD., LONDON, ONT.** • Winnipeg

Get on the
**RIGHT
TRACK**



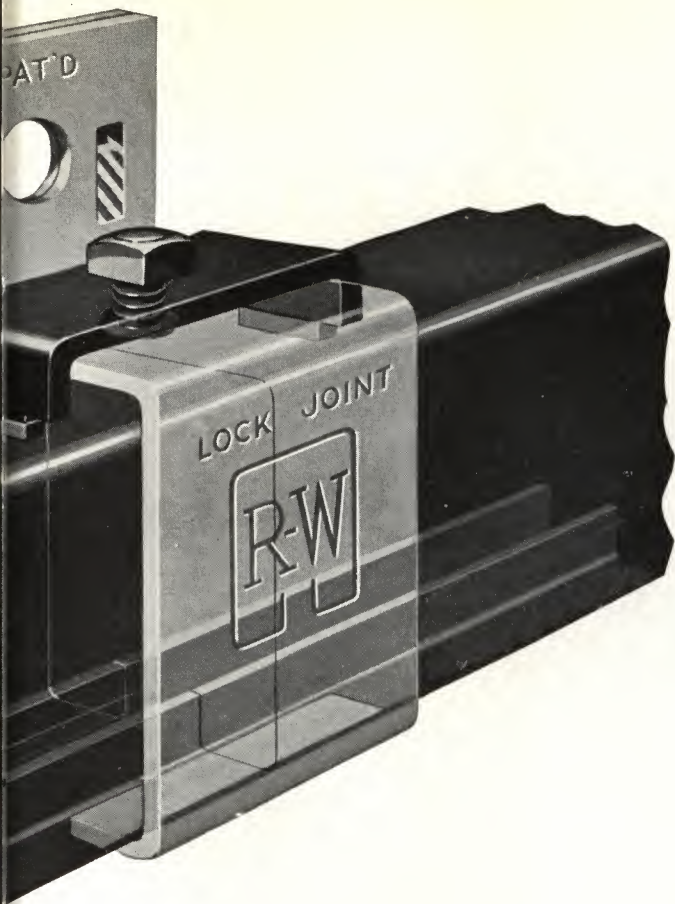
The **R-W**
LOCK JOINT
TROLLEY TRACK

RICHARDS
fully and
gives any trouble

Lately we've
he finds that a
cheap substitute
profit than for

The hangers
we make. It is

You'll avoid trouble
guaranteed



WILCOX door-hardware—hangers, brackets and track—is so well made, so carefully designed, that when it's properly installed it works right; almost never fails. We know it's right.

When we have been getting trouble calls; and when we send an engineer to straighten things out, the job has been "botched" by putting up some other track than ours. There are cheap ones being made, and sold to unwary buyers by dealers who care more for an extra profit than an honest value to a customer.

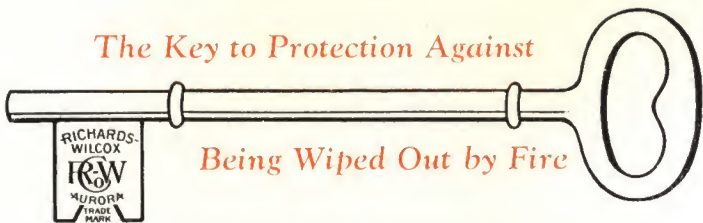
Our hangers and brackets have our trade-mark and name stamped on them; so has the track. It's a real Richards-Wilcox job unless our name is on the hangers, brackets and track.

Be sure by being sure of our mark. Look out for any attempt to sell you anything else. The guarantee does not apply unless hangers, brackets and tracks are Richards-Wilcox.

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

New York • • • AURORA, ILLINOIS, U.S.A. • • • Chicago
 Boston Philadelphia Cleveland Cincinnati Indianapolis St. Louis New Orleans Des Moines
 Minneapolis Kansas City Los Angeles San Francisco Omaha Seattle Detroit
 Montreal RICHARDS-WILCOX CANADIAN CO., LTD., LONDON, ONT. Winnipeg



RICHARDS-WILCOX
Automatic Fire Door Hardware and Fire Doors



The time lost—the business you might have done—is something that does not enter into insurance adjustments.

But the Insurance Companies—all of them—are keen to prevent fires. That is why they offer reduction of premiums on property protected by R-W Fire Doors and Hardware. Millions of dollars' worth of property have been saved by R-W Fire Doors.

Whatever your requirements, we can furnish the proper equipment.

A Strong Prescription

"Doctah," asked a lady of color, "Ah's come to see ef yo' am gwine order Rastus one o' dem musta'd plastahs agin today?"

"I think perhaps he had better have one more," answered the Doctor.

"Well, he says to ax yo' kin he have a slice o' ham wid it count of it's a mighty pow'ful perscription to take alone."—*P. Martin, in Yellow Strand*

A New Bridge Problem

We have a comparatively easy one for you this time—a presentation of everyday strategy, which, however, we are sure will give you enough of a tussle to make it interesting and at the same time teach you something valuable about the game.

		S—7, 6 H—A, 5 D—K, Q C—K	
H—10 D—10, 5 C—Q, 7, 6, 4	<div style="border: 1px solid black; padding: 10px; display: inline-block;"> N W E S </div>	S—K, Q H—6 D—8, 7 C—J, 5	
		S—9, 8 H—3 C—A, 10, 9, 8	

Hearts are trump. North leads. North and South win six tricks against the best defense.

Solution of June Problem

North's opening lead of the S4 marks him with only four spades, and no five card suit. North's discard of a small club at trick three gives an accurate count of his entire hand, namely, four spades, four hearts, four clubs and a single diamond. South holding trick three cannot positively place the Ace of Spades but knows that West can have only two hearts and that, after two heart leads, North must still have two winning hearts. South, therefore, must lead the HK followed by the HA and the H2 to be sure of holding game.

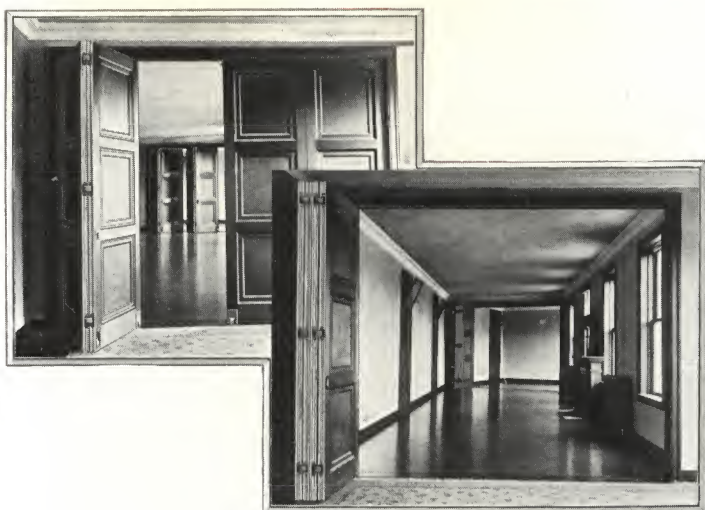
One Space for Many Purposes



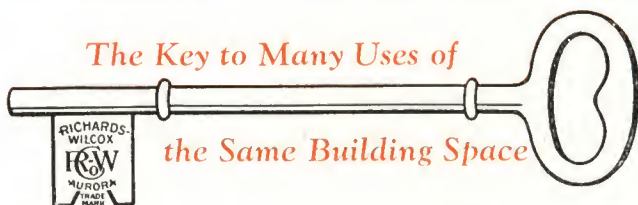
EFFECTIVE isolation of room spaces, handsome architectural decorative effects, convenient, quick operation of movable partitions, are beautifully illustrated in the accompanying views of movable partitions operating on Richards-Wilcox No. 535 Partition Door Hardware in the reception parlors of the Ursuline Academy, Paola, Kansas.

This room space may, by the operation of these partition doors, be completely opened into a large reception hall, or partitioned off into separate class rooms, as the occasion necessitates. Thus, one space is made available for both purposes.

R-W No. 535 and other types of Partition Door Hardware are performing remarkable feats of economical building construction, convenient operation of institutions, and attractive interior effects, in schools, churches, hotels, sanitariums, apartments, business houses, lodge halls, association buildings, gymnasiums, the world over.



Specific information relating to the application of R-W Partition Door Hardware to your requirements, may be readily obtained by consulting R-W. Addresses given on page 3 of this magazine.



PARTITION DOOR HARDWARE

For use between class-rooms in school buildings, churches, lodge halls, hotels, association buildings, gymnasiums, hospitals, sanitariums, offices—any building where it is essential to convert large rooms into a number of small rooms, or a number of small rooms into one large room, instantly.

Big Doorways Don't Faze R-W



THAT size—bigness—ponderosity of the problem, means nothing much to the R-W Institution, so far as doorway equipment is concerned, is well illustrated by the accompanying pictures taken at the motor service station of the Firestone Tire Service Company, 20th and Grand, Kansas City, Mo.

The doorways illustrated are very large—the one shown from the street viewpoint being 17 feet 6 inches wide and 14 feet 6 inches high; the Grand Avenue opening is 15 feet wide and 14 feet 5 inches high. The alley opening is 12 feet wide and 10 feet high.

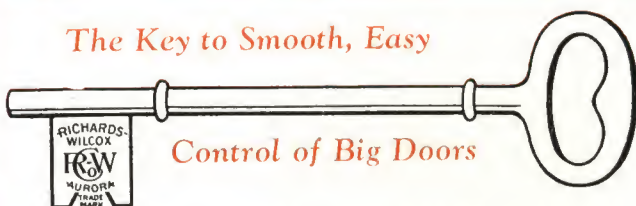
All three of these huge doorways are completely furnished with Richards-Wilcox equipment: R-W No. 448 Mill Type Doors of extra heavy construction; R-W No. 1035 Slidetite Industrial Door Hardware; R-W steel jambs and door frames; R-W No. 1100 electric operators by means of which the doors may be opened and closed instantly from any part



of the service station, by the simple act of pushing an electric button.

Information relating to the application of these R-W Industrial-type door equipments to specific doorway requirements, may be readily secured from Richards-Wilcox—addresses given on page 3 of this magazine.

The Key to Smooth, Easy



Control of Big Doors

R-W INDUSTRIAL DOOR HARDWARE

Provides Adequate Doorways for

Industrial Plants	Mills	Freight Depots
Foundries	Shops	Industrial Schools
Factories	Garages	R. R. Entrances
Warehouses	Car Barns	Car Shops
Roundhouses	Wharfs	Bus Stations
Bank Entrances		Van Barns

What Hardware Does a Radio King Use on His Garage Doors?

WHAT kind of garage does a wealthy radio manufacturer have? Well, here is a picture of one—the garage of Mr. A. Atwater Kent's summer place at Bar Harbor, Maine. And he uses the same kind of garage door hardware most everybody else uses—the most popular garage door hardware in the world, Slidetite.

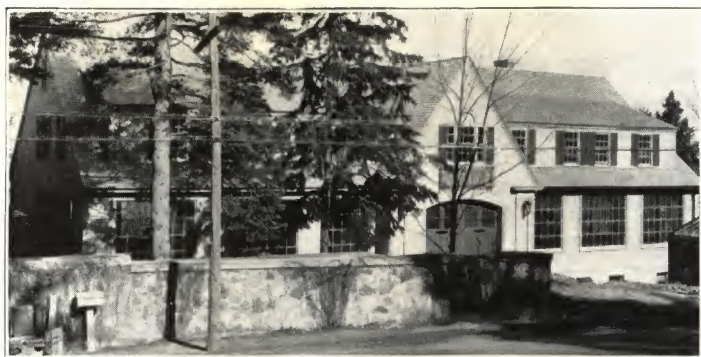
These pictures show the main doorway of Mr. Kent's Bar Harbor garage from the interior and the exterior. Note the turntable just inside the doorway, for the convenient manipulation of the cars into storage position when the garage is full of cars.

The hardware used in this doorway is R-W No. 1035 Slidetite. The opening is 12 feet wide and 10 feet 3 inches high. The door bolts are R-W No. 517 Cremone Bolts, one of them being R-W No. 517-427 which is provided with lock for opening and closing the doors from outside the building.

Information relating to R-W Slidetite and other types of R-W garage door equipment may be readily had by consulting Richards-Wilcox—addresses given on page 3 of this magazine.

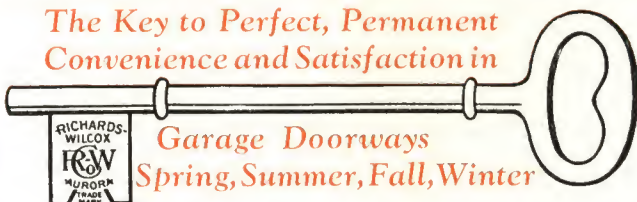


GARAGE OF MR. A. ATWATER KENT, BAR HARBOR, ME., EQUIPPED WITH
SLIDETITE DOOR HARDWARE



EXTERIOR OF MR. ATWATER KENT'S BAR HARBOR GARAGE

*The Key to Perfect, Permanent
Convenience and Satisfaction in*



*Garage Doorways
Spring, Summer, Fall, Winter*

Slidetite

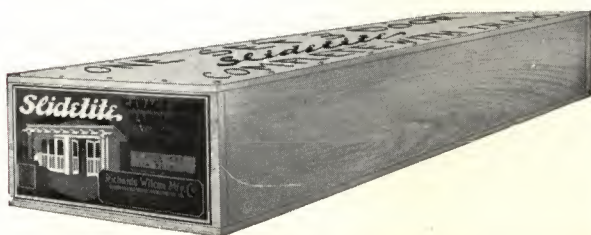
(Patented)

Garage Door Hardware

A "SLIDETITE" set of door hardware contains all the pieces needed for a complete installation; permanent convenience and satisfaction are built into the equipment before it leaves our factory; and there is no aftermath of repairs and accessories to take the joy out of a Slidetite-equipped doorway.

Made for doorways with from 2 to 10 doors; and provides a clear opening up to 30 feet wide, without center posts.

Packed in complete sets for 2, 3, 4, 5, 6, 7, 8, 9 and 10 doors, with the new R-W lock-joint track and bracket.



FREE WANT AD SERVICE

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

DooR-Ways reaches 50,000 hardware, lumber and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Our forms close the fifth of the month preceding date of issue.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

BUSINESSES FOR SALE

FOR SALE: Implement and hardware located in South Dakota West River Country. Big opportunity for live man. Clean stock, will reduce to any amount; invoice about \$4,500. New building 30 x 80, with living quarters, \$3,000.00. Good reasons for selling. Address S. I. C., care DooR-Ways.

FOR SALE: Hardware stock and fixtures, including tin and plumbing shop. Located in county seat town in South Eastern Iowa. Good location, brick building, reasonable rent. Address Box U, Wapello, Iowa.

Anyone with ordinary ability can make a fortune here the next ten years with my hardware, implement, autos and hotel as territory is new and large. All clear. Cash value \$40,000.00. On account of sickness is offered for sale or trade for clear city income or farm property. Lock Box 69, Pingree, N. Dakota.

FOR SALE: Clean hardware stock and fixtures, plumbing and tinning tools, exclusive agency for many well known and advertised lines. Old established business and doing a good business now. \$10,000 buys it. Low rent, long lease. Located in a fast growing suburb of Toledo. Meyers Hardware, Maumee, Ohio.

MISCELLANEOUS

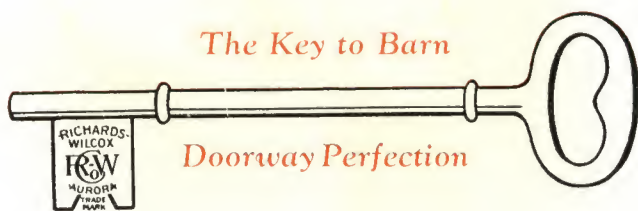
FOR SALE: About 4,000 used Addressograph frames in good condition. Price \$12.00 per M., F. O. B. Dowagiac, Michigan. Write Premier Warm Air Heater Co.

FOR SALE: I have a set tin shop tools about 60 pieces such as crimper, folder, etc., a real buy for someone as I have no use for same. Address Frank C. Prezek, Austin, Minn.

WILL TRADE my equity in a two family flat located in Rockford, Illinois, or desirable Lake Michigan property for a hardware or general or grocery store. Address P. E. S., care DooR-Ways.

BUSINESS OPPORTUNITY: Control large acreage of plot moss. Organizing company and will sell \$500.00 interest. Best references. R. R. Forward, 506 Providence, Duluth, Minn.

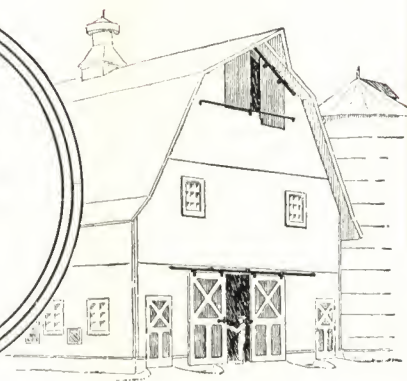
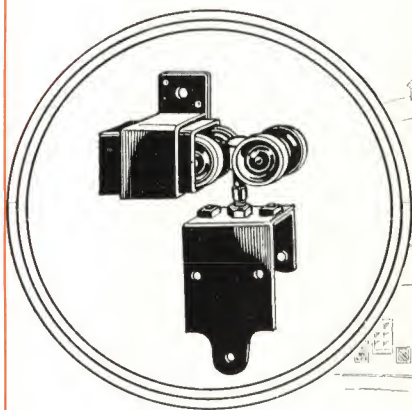
Accountants & Auditors; Bookkeeping systems installed and supervised, Trial Balances, Financial Reports, Investigations, Tax Consultations, etc., Victor Rocco & Co., N. Merchantville, N. J.



Richards-Wilcox

Smooth-Running, Trouble-Proof

Barn Door Hangers



For People Who
Have Better
Barns

—or Want To!

*Illustrated, Described and Listed on Pages
178 to 229 of R-W Catalog 45*



TOP PICTURE: THE BANFF SPRINGS HOTEL IN THE HEART OF THE CANADIAN ROCKIES

LOWER PICTURE: CHATEAU LAKE LOUISE, LAKE LOUISE, ALBERTA, CANADA

In The Heart of Wonderland!

A LONG the far trails of romance, as well as in the humming centers of commerce and industry, Richards-Wilcox Elevator Door Hardware assures maximum safety, service and satisfaction. There are R-W close^{cts}, R-W hangers, checks, electric door operators, mechanical, or electro-mechanical safety interlocks for any and every requirement.

Write for data on designs and specifications.

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides."

AURORA, ILLINOIS, U.S.A.

New York Boston Philadelphia Cleveland Cincinnati Indianapolis St. Louis New Orleans
 Chicago Minneapolis Kansas City Los Angeles San Francisco Omaha Seattle Detroit
 Montreal • RICHARDS-WILCOX CANADIAN CO., LTD., LONDON, ONT. Winnipeg

*Largest and Most Complete Line of
 Door Hardware Made*



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Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides."
AURORA, ILLINOIS, U.S.A.

New York Boston Philadelphia Cleveland Cincinnati Indianapolis St. Louis New Orleans
Chicago Minneapolis Kansas City Los Angeles San Francisco Omaha Seattle Detroit
Montreal - RICHARDS-WILCOX CANADIAN CO., LTD., LONDON, ONT. Winnipeg

*Largest and Most Complete Line of
Door Hardware Made*